



LJB Inc.

Rod Sommer - CEO



Key LJB services



AFLCMC... Providing the Warfighter's Edge

- **Civil Engineering/ Transportation**
- **Traffic**
- **Environmental**
- **Fall Protection**
- **Structural Engineering**
- **Tilt-Up**
- **Training**





What size are you? Depends....



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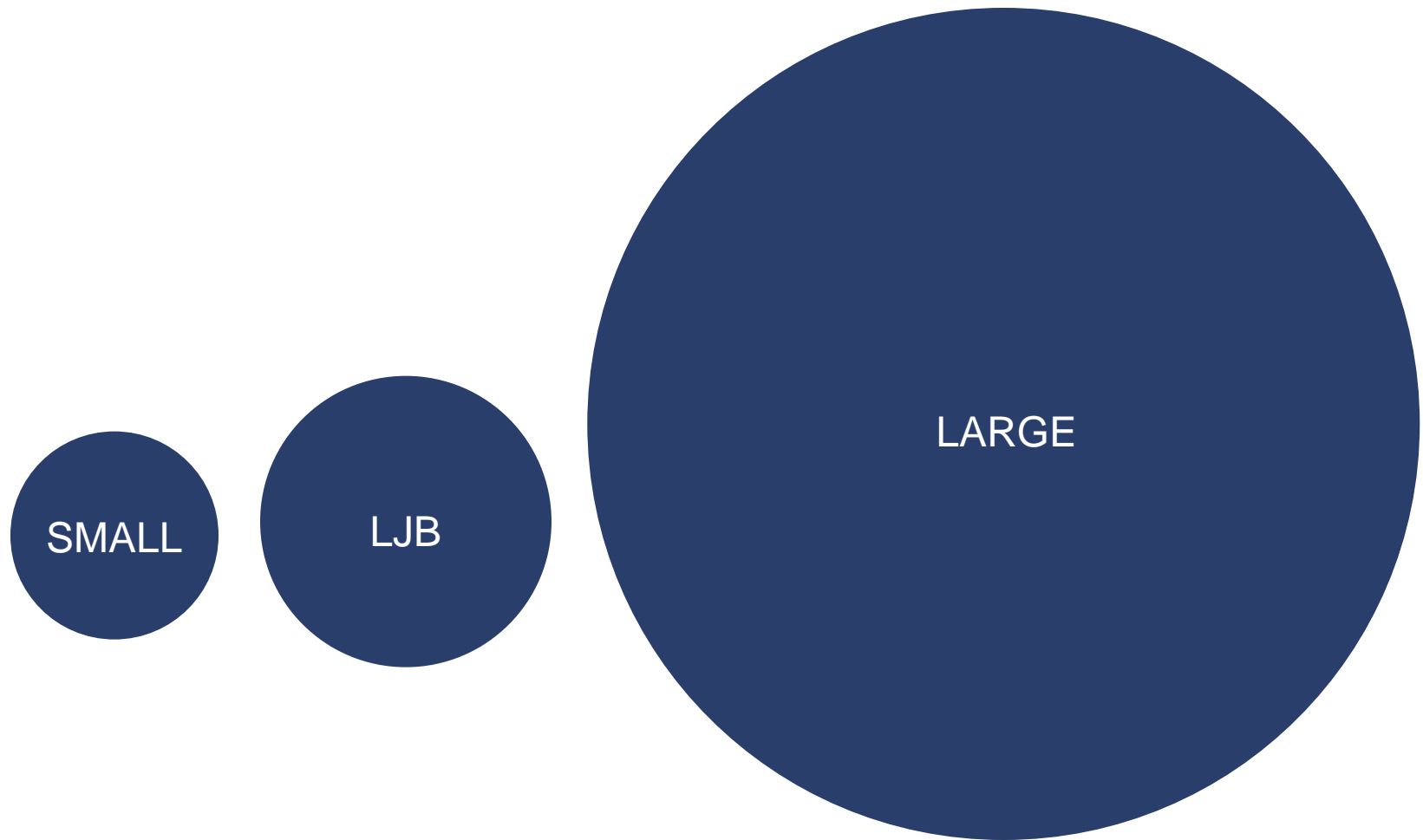
- **Varying size standards by NAIICS codes**
 - Large for most codes
 - Small for environmental remediation, construction services
- **Varies by contract vehicle**
 - Large for most contracts
 - Small for GSA Schedule (Until 2020)



All larges aren't created equal



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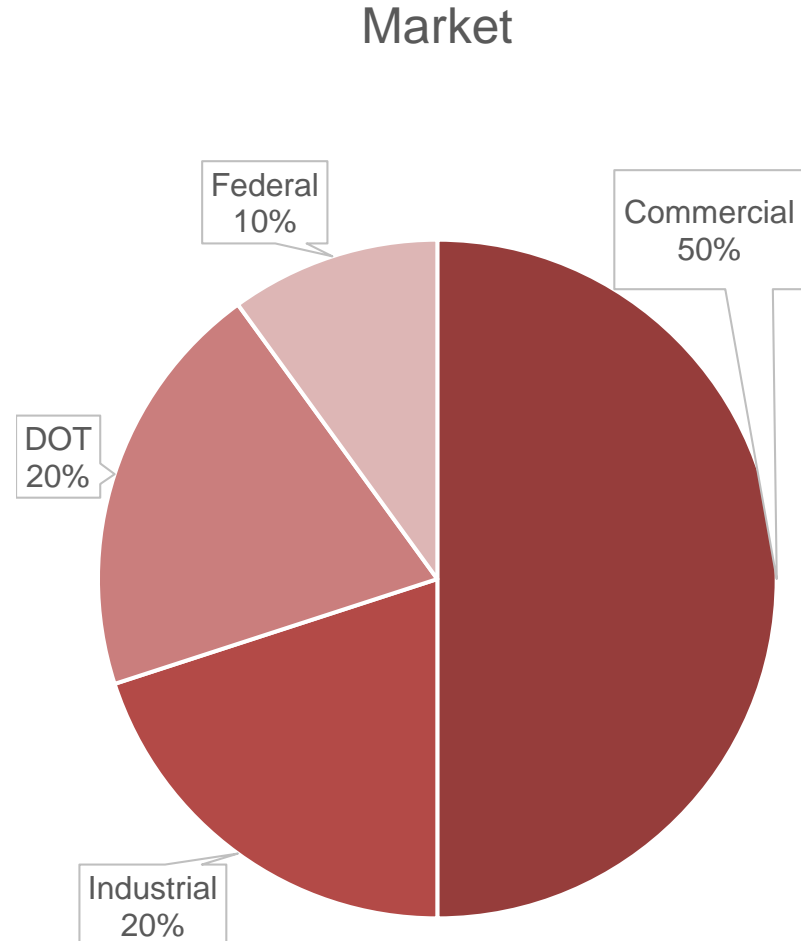


Size & experience are relative



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- Large even though only 10% federal work
- Other 90% of work experience not factored in as “relevant experience”



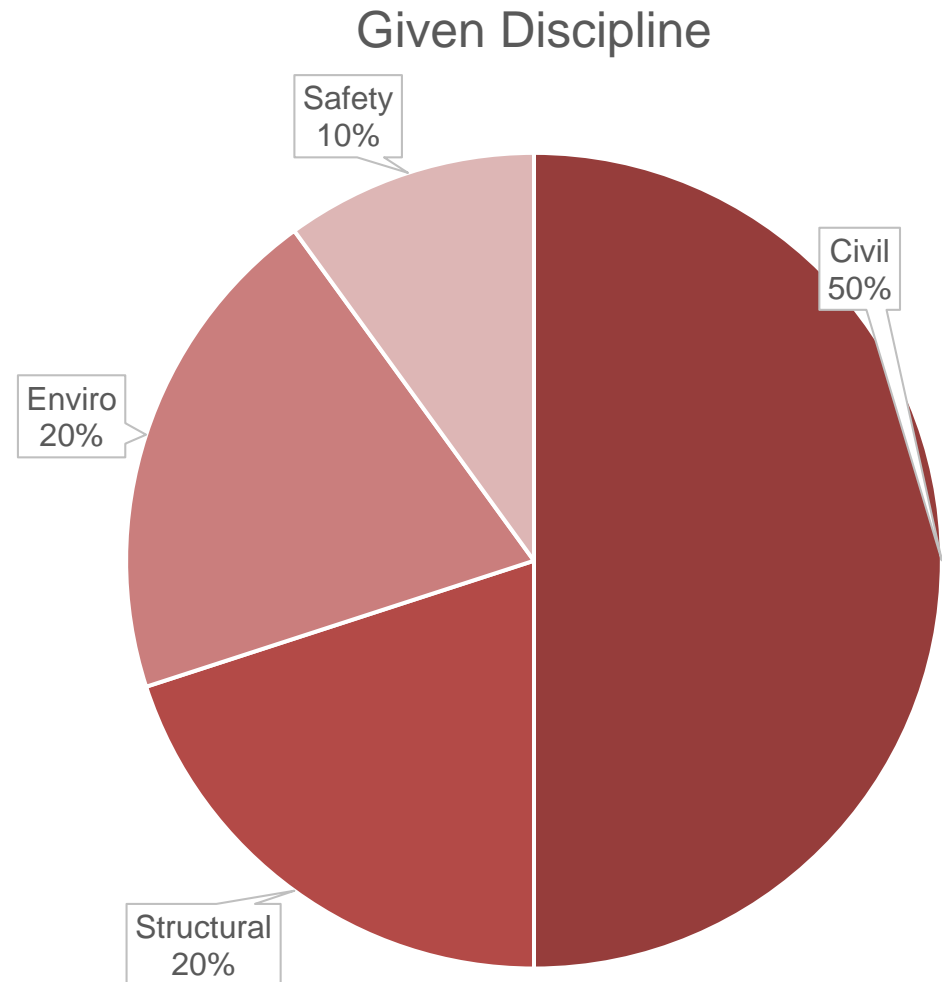


Size & experience are relative



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- Large even though only 10% of work is in given discipline
- Other 90% of work hurts us, even though it's not relevant



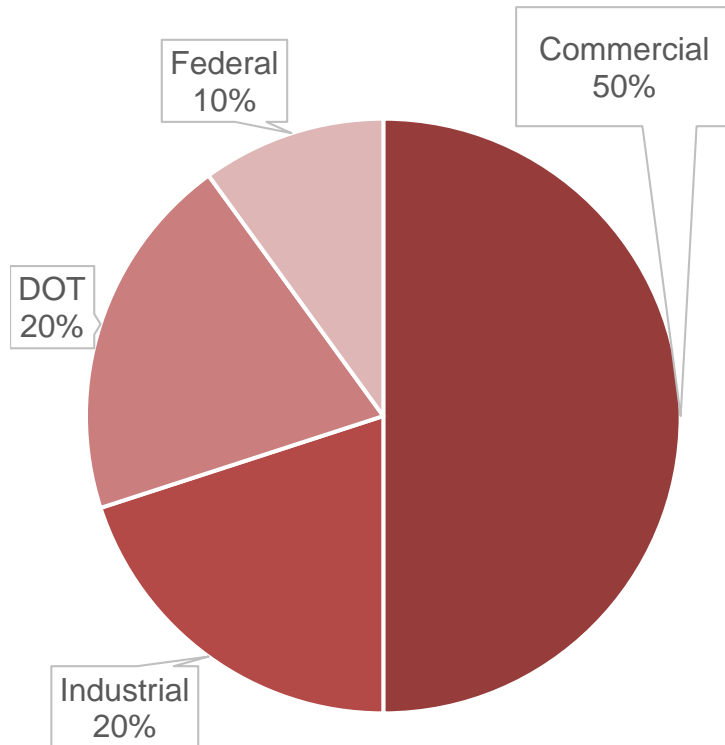


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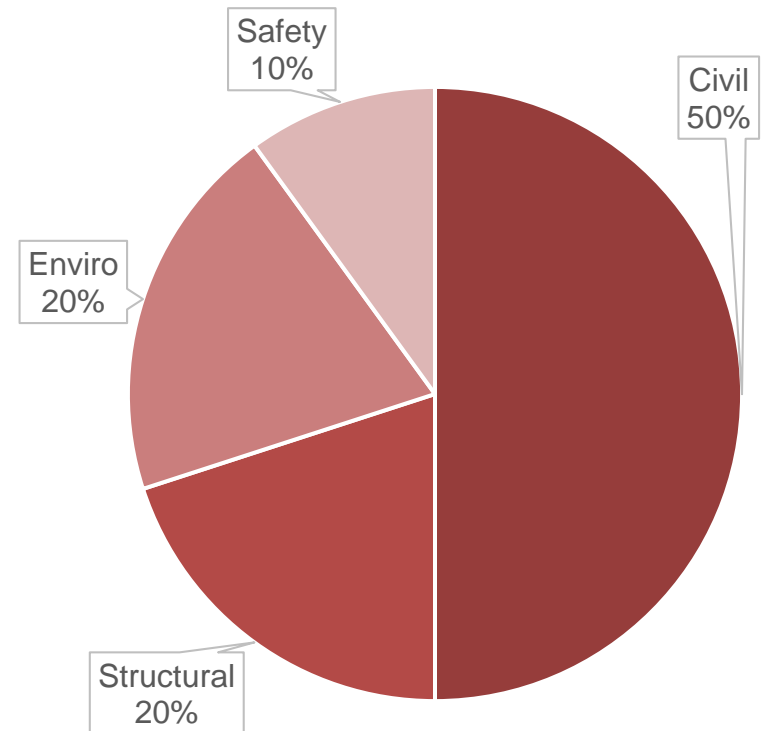


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Market



Given Discipline



- **Make up of business is not a factor**
- **Overall size only relevant for employee count/receipts**



Working with small businesses



AFLCMC... Providing the Warfighter's Edge

- **They need our expertise and depth to win**
- **We need them to have more opportunities**
- **We take on majority of risk**
 - **We provide majority of “capture work”**
 - **We train our competitors – partner our way out of future work**